

Message Text

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PAGE 01 MANAGU 02109 311347Z

42

ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 USIE-00 STR-08 TAR-02

CIAE-00 INR-10 NSAE-00 RSC-01 TRSE-00 OMB-01 DRC-01

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R 302211Z MAY 74

FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC 4261

UNCLAS MANAGUA 2109

DEPT PLEASE PASS USIA FOR ILA AND IBS

E. O. 11652: N/A

TAGS: ETRD, NU

SUBJECT: COMMERCIAL ACTION PROGRAM TASK FORCE MEETING,
MAY 30, 1974

1. IN A REVIEW OF PROGRESS THROUGH MAY ON THE CAP, THE TASK FORCE NOTED THAT OF THE SEVENTEEN ACTIONS LISTED IN THE PROGRAM, THIRTEEN HAVE BEEN COMPLETED, THREE ARE SUBSTANTIALLY UNDERWAY AND ONE WILL BE CARRIED OUT IN JUNE.

2. PROGRESS ON THE UNCOMPLETED ACTIONS IS AS FOLLOWS:
THE GON AGREED MAY 1 IN A BILATERAL MEETING WITH AMBASSADOR EBERLE TO CHANGE THE TARIFF STRUCTURE ON AUTOMOBILES, AS WE HAD REQUESTED (OBJECTIVE 1, ACTION 1). A MINECON OFFICIAL TOLD EMBOFF RECENTLY THAT THE GON HOPED TO HAVE THE CHANGE READY SOMETIME IN JUNE. WE HAVE SENT TWO TO'S FOR FOOD PROCESSING EQUIPMENT (OBJECTIVE 2, ACTION 4) AND HOPE TO DEVELOP ANOTHER TO SUBMIT IN JUNE. THE MARKET STUDY ON FOOD PROCESSING EQUIPMENT (OBJECTIVE 2, ACTION 2) WILL BE COMPLETED IN JUNE. WE HAVE SUBMITTED THREE TO'S ON CONSTRUCTION EQUIPMENT (OBJECTIVE 3, ACTION 3) AND EXPECT TO DEVELOP MORE IN JUNE AS A RESULT OF A LETTER WE ARE SENDING OUT ADVERTISING THE NATIONAL HARDWARE SHOW IN
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PAGE 02 MANAGU 02109 311347Z

NEW YORK IN AUGUST.

3. ON OTHER ACTIONS, THE GON TOLD US THAT \$5 MILLION OF A RECENT LOAN IT OBTAINED WILL GO TO INFONAC TO FINANCE THE PURCHASE OF BUSES (MANAGUA 2057). THESE BUSES WILL ENTER DUTY FREE. ALTHOUGH THIS DOES NOT EXACTLY FULFILL OUR STATED ACTION (OBJECTIVE 1, ACTION 4) OF A SUSPENSION OF TARIFFS, IT MORE SURELY FULFILLS OUR REAL GOAL OF INCREASING THE NUMBER OF BUSES IMPORTED OVER THE NEXT YEAR. WE HAVE SUBMITTED ONE TO FOR 30 OF THE BUSES THAT WILL BE FINANCED BY INFONAC AND WILL SUBMIT MORE AS THE PROJECT DEVELOPS.

4. WE WILL NOT REQUEST THE GON TO LENGTHEN THE BID DEADLINE ON GOVERNMENT TENDERS AS PLANNED FOR JUNE (OBJECTIVE 3, ACTION 2), AS THE GON APPEARS TO HAVE DONE THIS ON ITS OWN. IN THE LAST 5 MONTHS, ONLY ONE BID DEADLINE ON GOVERNMENT TENDERS THAT WE HAVE REPORTED HAS BEEN AS SHORT AS 45 DAYS AND THE AVERAGE HAS BEEN 57 DAYS. IN ADDITION, THE GON IS GENERALLY WILLING TO EXTEND THE DEADLINE IF A NUMBER OF FIRMS SO REQUEST.

5. IN MAY USIS BEGAN A 6 DAY-A-WEEK, 5-MINUTE RADIO PROGRAM FEATURING THE NEW PRODUCTS INFORMATION SUPPLIED BY USIA AND COMMERCE. THE COMMERCIAL SECTION HAS RECEIVED SEVERAL INQUIRIES ON THE NEW PRODUCTS. ALSO IN MAY, THE COMMERCIAL OFFICER TRAVELED TO SAN JOSE TO COORDINATE THE PUBLICATION OF A COMBINED COMMERCIAL NEWSLETTER. THE FIRST ISSUE WILL BE PUBLISHED JUNE 1.
WARNER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AGREEMENTS, PROCUREMENT, COMMITTEE MEETINGS, PROGRESS REPORTS, PROPOSALS (BID), MOTOR BUSES, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Draft Date: 30 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MANAGU02109
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740138-0176
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974058/aaaaaget.tel
Line Count: 90
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: WorrelSW
Review Comment: n/a
Review Content Flags:
Review Date: 06 NOV 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 NOV 2002 by MorefiRH>; APPROVED <08 JAN 2003 by WorrelSW>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL ACTION PROGRAM TASK FORCE MEETING, MAY 30, 1974
TAGS: ETRD, NU, US
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005